



The SCAOR e-Scoop

Volume 1
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SCAOR OFFICE HOURS
8:00am to 5:00pm Monday-Friday
Every Thursday the office is closed from
9:00am-10:30am for a staff meeting



YOUR VOTE & VOICE COUNTS AT SCAOR!



**ANNUAL ELECTION OF 2009 SCAOR
OFFICERS & DIRECTORS
and LEGAL UPDATE by
Real Estate Attorney LLOYD WILLIAMS
WEDNESDAY, JUNE 11, 2008
8:30AM registration & continental breakfast
9:00am to 11:00am Meeting**

**SEND in your reservation form today!
Plan to attend!
Cast your vote!**

If you are unable to attend this election meeting, you may designate a **REALTOR® member** to vote on your behalf by filing a **PROXY** form with the Association **BEFORE THE ELECTION.**

Click [here](#) for more information and to reserve your seat
Click [here](#) for Proxy form
Click [here](#) to view the Report from the Nominating Committee

RESIDENCES IN FORECLOSURE

Written by Lloyd Williams, SCAOR Legal Counsel

Some listing agents are apparently failing, when submitting the listing of a Seller-occupied residence to the MLS, to either notify the MLS Participants that the residence is in foreclosure, or check the box under Special Information that the Participant needs to call the listing agent prior to submitting an offer. This failure to notify can result in the cooperating agent submitting an offer that does not conform to the California Home Equity Sales Contracts Law, and the lack of compliance with this Law can result in voiding the contract and damages awarded to the Seller.

Since a recent appellate court decision has struck the statutory requirement of a bond to be

FOR SALE

obtained by the Buyer's agent, which has not been available, we may see more agents involved in Home Equity Sales Contracts. If an agent is representing an investor Buyer of from 1 to 4 residences on a property, one of which is occupied by the Seller, the agent would be wise to at least obtain a property profile from a local title company to find out if there is a Notice of Default recorded against the Property.

Mr. Williams will be addressing Home Equity Sales Contracts in more detail during the Legal Update on June 11th, at the General Membership meeting.



MLS OFFERS ONLINE TUTORIALS & DIRECT ACCESS TO CUSTOMER CARE

Don't have time to attend a class? It's 9:30 at night and you want to set up automated email notifications to your clients but don't know how? Well, your MLS offers a vast library of online tutorials ranging from something as simple as how to perform a Quick Search, Using the HotSheet to setting up automated email notifications. Just log into pro.mlslistings.com and click on Training. Need additional help? Call the MLSListings, Inc. Customer Care team toll free 866-734-5787.

SCAOR Education Highlight

What does the Contract Really Say?

Wednesday, June 18th 1:00pm-4:30pm

Cost: \$35 SCAOR Members

\$50 at the door & non-members

Click [here](#) for more info and to register

In this class YOU will learn to: Demystify Liquidated Damages, Mediation/ Arbitration, Contingency Removal, Breach of Contract and other contractual issues; Increase your business and client loyalty using legal and technical knowledge; Identify those paragraphs that get REALTORS® and their clients into trouble; Explain the contract to your contract to your clients in a "legally correct" manner; What the contract says and doesn't say and what you may need to add; How to understand the C.A.R. contract and any contract.

Hey SCAOR Members!

REGISTER BY 6/11

and pay only \$30!

Seating is limited!

Call Today!



Look what else is coming up at SCAOR:

Click on link for more information about the event or class

June 11th [Real Estate and the Use of Charitable Remainder Trusts to Save Taxes](#) 2:00-3:00pm

June 23rd Office Liaison Meeting 2:00-4:00pm **NEW DATE-MARK YOUR CALENDAR!**

June 17th [License Renewal Review & Testing](#)—PRE-REGISTRATION A MUST!

June 18th [What Does the Contract Really Say?](#) - SCAOR Member Special ONLY \$30

June 20th MLS Training: [Listing Management](#) 10:00am-12:00pm

June 25th [Managing your Outlook Calendar](#) 12:00-1:00pm

June 27th [Economic & Housing Market Outlook Member Luncheon](#) 11:30am-1:00pm

Green Tip of the Week: WHEN TO WATER



It can be tempting to water plants at the times they seem to need it most, when the sun is directly overhead in mid-morning or early afternoon. But because water evaporates during the day before it has been fully absorbed by plant roots, it's better to water in the evening just as the day cools down

for the night. Long stretches of cooler temperatures give the water a chance to permeate the soil and make its way to the roots. Consequently, less water is wasted in evaporation. On the other hand, in very cool climates plants can develop fungal growth if they're damp overnight. Under these conditions, water early in the morning. The more water makes it to plant roots, the less you need to give them.

Suggestions? Comments?

Contact Karen Kirwan, Director of Education & Professional Services at 831-464-2000 or karen@scaor.org